Attachment 1
Page 5

(i) Contracts with minority and small business trade associations.

(ii) Contracts with business development organizations

(iii) Attendance at small and minority business procurement conferences and trade fairs.

(b) The following internal efforts will be made to guide and encourage buyers:

(i) Workshops, seminars and training programs will be conducted.

(ii) Activities will be monitored to evaluate compliance with this subcontracting plan.

(c) Small and small disadvantaged business concern source lists, guides, and other data identifying small and small disadvantaged business concerns will be maintained and utilized by buyers in soliciting subcontracts.

(d) Additions to (or deletions from) the above listed efforts are as follows:

____
____
____
____

4. The offeror (contractor) agrees that the clause entitled "Utilization of Small Business Concerns and Small Disadvantaged Business Concerns" will be included in all subcontracts which offer further subcontracting opportunities, and all subcontractors (except small business concerns) who receive subcontracts of $500,000 or more will be required to adopt and comply with a subcontracting plan similar to this one. Such plans will be reviewed by comparing them with the provisions of public Law 95-507, and assuring that all minimum requirements of a acceptable subcontracting plan have been satisfied. The acceptability of percentage goals shall be determined on a case-by-case basis depending on the supplies/services involved, the availability of potential small and small disadvantaged subcontractors, and prior experience. Once approved and implemented, plans will be monitored through the submission of periodic reports, and/or, as time and availability of funds permit, periodic visits to subcontractor's facilities to review applicable records and subcontracting program progress.

5. The offeror (contractor) agrees to (i) cooperate in any studies or surveys as may be required, (ii) submit periodic reports in order to allow the Government to

Attachment 1
Page 6

determine the extent of compliance by the offeror with the subcontracting plan, (iii) submit Standard Form (SF) 294, Subcontracting Report for Individual Contracts, and/or SF 295, Summary Subcontract Report, in accordance with the instructions on the forms, and (iv) ensure that its subcontractors agree to submit SFs 294 and 295.

6. The offeror (contractor) agrees that he will maintain at least the following types of records to document compliance with this subcontracting plan (these records may be maintained on a plant-wide or company-wide basis unless otherwise indicated.):

(i) Source lists, guides, and other data that identify small and small disadvantaged business concerns.

(ii) Organizations contracted in an attempt to locate sources that are small or small disadvantaged business concerns.

(iii) Records on each subcontract solicitation resulting in an award of more than $100,000, indicating (a) whether small business concerns were solicited and if not, why not, (b) whether small disadvantaged business concerns were solicited and if not, why not, and (c) if applicable, the reason award was not made to a small business concern.

(iv) Records of any outreach efforts to contact (a) trade associations, (b) business development organizations, and, (c) conferences and trade fairs to locate small and small disadvantaged business sources.

(v) Records of internal guidance and encouragement provided to buyers through (a) workshops, seminars, training, etc., and (b) monitoring performance to evaluate compliance with the program's requirements.

(vi) On a contract-by-contract basis, records to support award data submitted by the offeror to the Government, including the name, address, and business size of each subcontractor. (Not applicable to company or division-wide annual plans.)

(vii) Records to be maintained in addition to be above are as follows:

____

____

____

COMPANY WIDE

Attachment 1
Page 8

(ATTACHMENTS MAY BE USED IF ADDITIONAL SPACE IS REQUIRED)

	PRIOR YEAR/ CONTRACT GOALS	*PRIOR YEAR/ CONTRACT ACHIEVEMENTS
Total Subcontracting dollars	50,000,000	57,000,000
Small Business dollars	7,500,000	13,500,000
Small Business percent	15	24
Small Disadvantaged dollars	500,000	180,000
Small Disadvantaged percent	1	.3

GOALS PROJECTED FOR CURRENT YEAR/CONTRACT

Total Subcontracting dollars	3,720,000	VA CONTRACT ONLY
Small Business dollars	1,190,000	
Small Business percent	32	
Small Disadvantaged dollars	11,160.	
Small Disadvantaged percent	.3	

* If total prior year contract achievements are not available, use actual figures and estimate balance.

Attachment 1
Page 7

Effective period of this subcontracting plan is: (Individual plans should cover the entire period of performance.)

10	1	94	TO	09	30	95
Month	Day	Year		Month	Day	Year

In the event your company's fiscal year is for a period other than the proposed contract period of this solicitation, you will be required to submit a new subcontracting plan for approval sixty (60) days prior to expiration of the existing subcontracting plan. In the event an acceptable plan cannot be negotiated prior to expiration of the existing subcontracting plan, you contract may be terminated.

Signed: [signature]
Typed Name: R. L. Handberg
Title: Division Manager
Date: 9/8/94

Plan Approved By: [signature]
Contracting Officer

Date: 9-16-94

DEPARTMENT OF VETERANS AFFAIRS
Denver Distribution Center
PO Box 25166
Denver CO 80225-0166

In Reply Refer To: 905C

September 27, 1994

Mr. R. L. Handberg
Starkey Labs, Inc.
6700 Washington Avenue S
Eden Prairie, MN 55344

Dear Mr. Handberg:

Enclosed please find your tentative award for custom-in-the-ear hearing aids on your offer submitted on Solicitation RFP 791-1-94. In order to finalize this award, please complete blocks 19A, 19B, and 19C of the enclosed standard form 26 and return to our office immediately. Please retain all other attachments for your further use.

Sincerely,

Elaine Williams
Contracting Officer

Enclosures:

6700 Washington Ave. So.
Eden Prairie, MN
USA 55344

P.O. Box 9457
Minneapolis, MN
USA 55440

STARKEY
Laboratories, Inc.

September 8, 1994

Ms. Elaine Williams
Department of Veterans Affairs
Denver Distribution Center
PO Box 25166
Denver, CO 80225-0166

Dear Ms. Williams:

I have examined and considered your counter-offer (905C) dated September 7, 1994. As you are aware, the solicitation was presented as a 'non-negotiated' bid and as such was submitted with the lowest possible costs.

The discounts from the established 'Commercial Pricelist' dated February 7, 1994 as submitted with the Solicitation RFP 791-1-94 and displayed on "STARKEY PRICE EXHIBIT "A"" are the maximum that we can offer on the hearing aids bid.

We will however offer a 31% discount on all options included on our 'Commercial Pricelist' and will include at no-charge the CRR II option whenever ordered.

Our payment terms remain 'Net 28 days Statement Date'.

We do appreciate the business we receive from the VA and as you are aware are working very hard with the clinical staff of each VA Facility to maintain and improve the high performance and service standards that we feel the VA deserves.

Sincerely,

Dick Handberg

WATS: 800 328-8602
Tel: 612 941-6401
Fax: 612 828-9262
Telex: 297822 STRK UR

FAX
STARKEY LABS INC
PO BOX 9457
MINNEAPOLIS, MN 55440
800-328-8602 EXT 2176
FAX 612 828-6985

TO: Elaine WIlliams

FROM: SUE PEHRINGER

DATE: 9/8/94

NUMBER OF PAGES (INCLUDING COVER) 2

DEPARTMENT OF VETERANS AFFAIRS
Denver Distribution Center
PO Box 25166
Denver CO 80225-0166

In Reply Refer To: 905C

September 7, 1994

Mr. R. L. Handberg
Starkey Labs Inc.
P O Box 9457
Minneapolis, MN 55440

Dear Mr. Handberg:

We have evaluated your proposal submitted on Solicitation RFP 791-1-94 for Custom-in-the-ear hearing aids and submit the following counter-offer for your consideration:

Discounts from your established commercial pricelist dated February 7, 1994 for the following hearing aid models:

- CE 9 - 45% discount, for a net price of $134.73.
- CE H9 Half Shell - 45% discount , for a net price $178.73.
- CE L9 Low Profile - 45% discount, for a net price of $145.73.
- SA C9 Canal - 45% discount for a net price of $211.73.
- SA S9 Secret Ear - 45% discount, for a net price of $239.23.
- Freefield - 45% discount.

- 50% discount for 2nd year warranty, for a net price of $17.49.

- 38% discount on all options from your standard commercial pricelist dated February 7, 1994. (See attachment)

- 1%-30 days prompt payment discount.

- The CRR II canal resonance response shall be a no cost option to the Government. We expect all ITE hearing aids to have this feature. Correction for insertion loss is a requirement. It shall be included as a no cost option.

In basing our counter-offer, we have considered the **41%** volume of business we provide your company on your total sales, the substantial increase in our volume of business with Starkey, and a comparison of your last commercial prices vs. your current commercial prices, and a comparison of your last contract prices vs. your current offer.

We believe we have present a fair counter offer and await your positive response no later than September 8, 1994. You may fax your counter-offer, FAX number (303) 231-5009.

Sincerely,

Elaine Williams
Contracting Officer

OPTIONAL FORM 99 (7-90)

FAX TRANSMITTAL # of pages ► 3

To Elaine Williams	From Larry Wyborski
Dept./Agency DDC-Contracting Officer	Phone # FTS 523-3629
Fax # (303) 231-5001	Fax #

NSN 7540-01-317-7368 5099-101 GENERAL SERVICES ADMINISTRATION

Director, Acquisition Policy and Review Service (95B)

Preaward Business Clearance, Contract V791P-0047, Starkey Laboratories, Inc., Custom-In-Ear Hearing Aids
Director, Denver Distribution Center (905)
THRU: Deputy Assistant Secretary for Acquisition and Materiel Management (90)
THRU: Associate Deputy Assistant Secretary for Acquisitions (90A)

1. In response to your request dated September 16, 1994, and in accordance with VAAR 801.602-70(j)(4), we have reviewed preaward documentation associated with the subject solicitation.

2. The subject proposed decentralized Federal Supply Schedule (FSS) contract for custom hearing aids, accessories/options and a warranty period covers a base year and a second year (through September 30, 1996). The proposed estimated value of this requirements contract is $10,500,000. We noted a Government estimate for all custom hearing aid purchases at $24,470,000. This estimate encompasses the award of 8 contracts, rather than solely the proposed contract being reviewed in this document. We understand the award value of all 8 contracts is estimated to be approximately $20,000,000.

3. A VA task force formulated the solicitation that is the basis for the proposed contract. Unique features of the solicitation included a "cost per point of quality" award methodology and a limitation on the number of awardees. These features will be addressed below.

4. This proposed award was discussed with the contracting officer, Ms. Elaine Williams, during the course of this review. Additional documentation on the proposed action was provided by Ms. Williams at the request of this office on September 21, 1994.

5. Our comments are as follows:

a. Pricing: The Price Negotiation Memorandum (PNM) reflects negotiated discounts from the proposed awardee's commercial pricelist (effective February 7, 1994) for the various hearing aid models. These prices consistently exceed the discounts given to the proposed awardee's most

2.

Director, (905)

favored customers (approximately 23 percent for hearing aids). The discounts range from a 37 to 40.5 percent off the commercial pricelist (FAR 15.805-2(d)). The prices also do not exceed those paid for comparable hearing aids in the 1992 procurement action with the proposed awardee (FAR 15.805-2(b)). The price of one hearing aid model (of a total of 5 models being purchased) was reduced by 4 percent over the prior purchase price.

b. Competition: This acquisition will result in multiple awards to those firms that met the minimum requirements of the solicitation and that were evaluated most favorably based on the "cost per point of quality" award methodology outlined in Section M. This methodology is in consonance with the "best value" procurement approach. The solicitation limited the number of awardees to the 8 firms that presented the offers that are most advantageous to the Government considering price, technical quality and other factors. We understand that a total of 18 offers were received.

c. Responsibility: The file does not show evidence that the contracting officer rendered an affirmative responsibility determination.

6. Our summary recommendations are as follows:

a. The contracting officer should document, in general terms, the findings of the technical evaluation panel to ensure that the evaluations were consistent with the technical evaluation criteria and the cost per point of quality methodology set forth in Section M of the solicitation. We noted substantial technical evaluation documentation from the panel in the file, but were unable to determine to what extent this data was examined by the contracting officer. We discussed this matter with the contracting officer who agreed that summary documentation was warranted.

b. Please add supporting data to the file to affirm that the proposed awardee meets the responsibility standards set forth in FAR 9.104.

7. Subject to the contracting officer's action on the above recommendations, we have no objection to award.

Draft

3.

Director, (905)

8. Thank you for the opportunity to provide a business clearance review for this proposed acquisition. If you have any questions regarding this review, contact Larry Wyborski at (202) 523-3629.

Robert E. Beeton

Attachments

Draft

****
*** ACTIVITY REPORT ***
****

RECEPTION OK

TX/RX NO.	8630
CONNECTION TEL	202 523 3433
CONNECTION ID	ACQ POLICY REV
START TIME	09/23 12:00
USAGE TIME	01'21
PAGES	3
RESULT	OK

STARKEY
NEW AID PRICE LIST

MODEL		PRICE LIST	PRICE	DISCOUNT
CE9		$179.99	$124.24	31.0%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Full Concha Aid	**TOTAL**	**$244.97**	**$148.73**	**39.3%**
CE9		$179.99	$124.24	31.0%
Half Concha		79.99	48.99	38.8%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Half Concha Aid	**TOTAL**	**$324.96**	**$197.72**	**39.2%**
CE9		$179.99	$124.24	31.0%
Low Profile		19.99	12.50	37.5%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Low Profile Aid	**TOTAL**	**$264.96**	**$161.23**	**39.2%**
INTRA V		$319.99	$214.59	33.0%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Canal Aid	**TOTAL**	**$384.97**	**$229.08**	**40.5%**
INTRA V		$319.99	$214.59	33.0%
Secret Ear		49.99	34.49	31.0%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.99	30.0%
ULTRA SMALL	**TOTAL**	**$434.97**	**$274.07**	**37.0%**

*** 31% ON OPTIONS**

***TERMS NET 30 DAYS**

*** F.O.B. DESTINATION**

PRICE NEGOTIATION MEMORANDUM
SOLICITATION: RFP 791-01-94
PERIOD: 10-194 THROUGH 9-30-96
ESTIMATED VALUE: $10,500,000.00
STARKEY LABS
SEPTEMBER 14, 1994

This solicitation was publicized in accordance with all applicable regulations. The offeror's proposal was received within the time frame specified in the solicitation. An analysis of this offeror's current proposal to the Government is contained in the "Price Analysis". The "Price Analysis" also contains a determination that the prices offered by Starkey Labs, in their proposal under subject solicitation are considered to be fair and reasonable on which to base negotiations. A background review of Starkey Labs and the Government's negotiation position (objectives) regarding Starkey Labs proposal are contained the "Pre-Negotiation Negotiation Memorandum" of this case file.

Negotiators are Elaine Williams, VA Contracting Officer, VA and Richard Handberg, Division Manager, for Starkey.

The negotiation objective is to obtain a fair and reasonable price based on their established commercial prices sold to the general public. Starkey has submitted their current published commercial price list.

A counter offer was sent to Starkey Labs on September 7, 1994. Starkey Labs submitted their Best and Final Offer on September 8, 1994. They offered an 31% discount on all options. All other prices remain firm.

Discussions were held on 9-13-94. Starkey's price Exhibit "A" was confusing. Mr. Handberg said the OSP option was a no charge to the VA, but it was listed in their exhibit "A" as a charge option. Mr. Handberg explained that the total price was correct but his staff erroneously listed the price of the OSP option. He will correct the exhibit and fax it as soon as possible.

We received a revised hearing aid price list on 9-14-94. I called Mr. Handberg and requested he resubmit the list indicating the models offered. We received Starkey's second revised hearing aid list on 9-15-94.

Negotiations ended on September 14, 1994. In establishing negotiation objectives, determining reasonableness of price and recommending award, the contract negotiator evaluated relief upon all data submitted by the offeror as well as oral disclosures made during negotiation.

It is the determination of the Contracting Officer that this offer is favorable to the Government and prices are considered fair and reasonable based on the following: Starkey Labs is offering the Government a 37%, 39.2%, 39.3%, 40.5% discount on hearing aids from their standard commercial pricelist of September 14, 1994 and a 31% discount off all options. The terms offered the Government are Net 30, and FOB Destination.

Starkey Labs' most-favored commercial customers, dealers/distributors received basic discounts of 23% discount off hearing aids and 10% discount off options, respectively, from their standard commercial pricelist of September 14, 1994.

As noted from above, the discounts and terms offered the Government exceed those received by Starkey Lab's most-favored commercial customers. Also, an additional lower price of approximately 4% for the SAC9 aid is realized. These items have been sold in substantial quantities to the general public to establish commerciaity.

In view of the foregoing, the prices and terms offered are considered to be fair and reasonable. Award is recommend.

Elaine Williams
Contracting Officer

September 14, 1994

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	OPEN MARKET PRICE	VA PRICE
CE 9 (FULL CONCHA)	$179.99	$179.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$244.97	$244.97
LESS DISCOUNT		$96.24
TOTAL	**$244.97**	**$148.73**
DISCOUNT %		39.3

BATTERY: 13 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	OPEN MARKET PRICE	VA PRICE
CE H9	$179.99	$179.99
HALF SHELL	$79.99	$79.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$324.96	$324.96
LESS DISCOUNT		$127.24
TOTAL	**$324.96**	**$197.72**
DISCOUNT %		39.2

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	OPEN MARKET PRICE	VA PRICE
CE L9	$179.99	$179.99
LOW PROFILE	$19.99	$19.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$264.96	$264.96
LESS DISCOUNT		$103.73
TOTAL	**$264.96**	**$161.23**
DISCOUNT %		39.2

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	OPEN MARKET PRICE	VA PRICE
SA C9 (CANAL)	$319.99	$319.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$384.97	$384.97
LESS DISCOUNT		$155.89
TOTAL	$384.97	$229.08
DISCOUNT %		40.5

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	OPEN MARKET PRICE	VA PRICE
SA S9 (SECRET EAR)	$319.99	$319.99
ISE	$49.99	$49.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$434.96	$434.96
LESS DISCOUNT		$160.89
TOTAL	**$434.96**	**$274.07**
DISCOUNT %		37.0

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM

CONTRACTING OFFICER CERTIFICATE OF PROCUREMENT INTEGRITY

1. I, Elaine F. Williams (name of Contracting Officer), hereby certify that, to the best of my knowledge and belief, with the exception of any information described in this certificate, have no information concerning a violation or possible violation of subsections (a), (b), (d), or (f) of Section 27 of the Office of Federal Procurement Policy Act* (41 U.S.C. 423), as implemented in the FAR, occurring during the conduct of this procurement with Starkey Labs, Inc., Solicitation Number RFP 791-01-94, Contract Number V791P-0047.

2. Violations or possible violations: (Continue on plain bond paper if necessary, and label Contracting Officer Certificate of Procurement Integrity (Continuation Sheet), ENTER "NONE" IF NONE EXISTS.) NONE

Elaine F. Williams
(Contracting Officer)

9-13-94
(Date)

* Subsections 27(a), (b), and (d), are effective on December 1, 1990. Subsection 27(f) is effective on June 1, 1991.

THIS CERTIFICATION CONCERNS A MATTER WITHIN THE JURISDICTION OF AN AGENCY OF THE UNITED STATES AND THE MAKING OF A FALSE, FICTITIOUS, OR FRAUDULENT CERTIFICATION MAY RENDER THE MAKER SUBJECT TO PROSECUTION UNDER TITTLE 18, UNITED STATES CODE, SECTION 1001.

(End of Certification)

SOLICITATION NUMBER: RFP 791-01-94
CONTRACT PERIOD: 10-1-94 THROUGH 9-30-96
CUSTOM IN-THE-EAR HEARING AIDS

ABSTRACT DATA

OFFEROR: STARKEY LABORATORIES, INC
ADDRESS: P O BOX 9457
MINNEAPOLIS, MN 55440

TERMS: NET 30
DELIVERY TIME FRAME: 10 DAYS

TELEPHONE NUMBER: 800-328-8602

FAX NUMBER 612-828-6985

PRICES, PAGE 4: YES

CONTRACT ADMINISTRATOR, PAGE 11: SUE PEHRINGER

MARKETING CATEGORY, PAGE 29: MANUFACTURER SELLING DIRECT TO THE GOV'T EVEN THOUGH HE HAS DEALERS

DISCOUNT SCHEDULE AND MARKETING DATA FILLED OUT, PAGES 29-35: YES: X NO:___

END-OF-CONTRACT ADDITIONAL DISCOUNTS, PAGE 30: 0%

SUBCONTRACTING PLAN REQUIRED, PAGE 34: YES X NO_________

FDA, PAGE 38: YES

CERTIFICATE OF PROCUREMENT INTEGRITY SIGNED, PAGE 40: YES: X NO:___

TIN NUMBER, PAGE 43: 41-0913126

BUSINESS SIZE, PAGE 45: SMALL____LARGE X

SMALL DISADVANTAGED BUSINESS, PAGE 46: YES___NO X

WOMEN-OWNED BUSINESS, PAGE 47: YES___NO X

VETERAN-OWNED BUSINESS, PAGE 50: YES__NO X
IF YES, VIETNAM__DISABLED_____

EXHIBIT A RECEIVED, PAGES 59-60: YES X NO____

COMMERCIAL PRICELIST RECEIVED: YES X NO__TYPE: WHOLESALE DATED 2/7/94

ABSTRACTED BY: KAREN WATSON

INFORMATION REQUIRED:

AMENDMENT ATTACHED WITH PACKAGE	# OF YEARS IN BUSINESS - 21
EEO CLEARANCE GRANTED 5-23-94	FDA CLEARANCE GRANTED 4-24-94

MEMO FOR THE RECORD
STARKEY LABS
SOLICITATION RFP 791-1-94
SEPTEMBER 15, 1994

It is hereby determined to accept the best and final offer received from Starkey Labs on September 8, 1994 since the VA has been given most favored customer terms as follows:

1. Base discount for hearing aids and options are must greater than the discounts offered by Starkey to its Most Favored Customer.

2. VA is offered a 30% discount for the 2nd year warranty, Most Favored Customer is offered no discounts if a 2nd year warranty is purchased.

3. Prices to Most Favored Customer are F.O.B. Origin, contract prices to the VA are F.O.B. Destination.

4. Most Favored Customer will experience any commercial price increases Starkey may have during the next two years, prices for the VA will remain fixed during the two year contract period.

5. Prices did not increase from the last contract, SAC9 aid's price was reduced by 4%.

6. VA is offered 31% discount off all options/accessories. Last contract we received 30% discount off options/accessories.

Award to Starkey Labs is hereby recommended.

Elaine Williams
Contracting Officer

PRICE ANALYSIS
CUSTOM IN-THE-EAR HEARING AIDS

SOLICITATION NO. RFP 791-01-94 OFFEROR: STARKEY LABS

General Description of the Procurement: Negotiate multiple award schedule contracts for custom in-the-ear hearing aids with more than one supplier at varying prices for delivery F.O.B. Delivery.

DISCOUNT OFFERED TO THE GOVERNMENT ON THIS PROCUREMENT			EXISTING OR PRIOR YEAR'S CONTRACTS		
Basic discount(s) from standard commercial price list: Prices include OSP option and 2nd year warranty. Pricelist dated February 7, 1994			Pricelist dated April, 1992, prices include 2nd year warranty, postage and handling		
CE9	39.3%	148.73	CE9	31%	148.73
CEH9	39.2%	197.72	CEH9	33%	197.72
CEL9	39.2%	161.23	CEL9	33%	161.23
SAC9	40.5%	229.08	SAC9		239.08
SAS9	37%	274.07	SAS9	33%	274.07
2nd year warranty - 30%			2nd year warranty - 30%		

Discount on options:

31% discount - options/accessories	30% discount - options/accessories

Prompt Payment Terms:

Net - 30	Net - 30

All items offered on solicitation RFP 791-01-94 meet commerciality and substantiality in accordance with Federal Acquisition Regulations.

PRICE ANALYSIS (CONT'D)
CUSTOM IN-THE-EAR HEARING AIDS

DISCOUNT OFFERED TO THE GOVERNMENT ON THIS PROCUREMENT	EXISTING OR PRIOR YEAR'S CONTRACTS
Quantity Discounts: NONE	NONE
Aggregate Discounts: NONE	
Warranty: 2 Year - Required by contract	2 Year - Required by contract
Other Concessions Granted: 30% discount - 2nd year warranty	
31% discount - options/accessories	

Category of Customers Upon Which Award was Predicated:
Dealers/Distributors

Price Reduction(s) Submitted in Accordance with Price Reduction Clause:
None reported

Estimated Amount of Contract
$10,500,000.00

NEGOTIATION OBJECTIVES
CUSTOM IN-THE-EAR HEARING AIDS
SOLICITATION RFP 791-01-94

Basic Objectives: To obtain discounts from offeror's established catalog or commercial price list which equal or exceed discounts offered by offeror to its most favored customer for compatible quantities, terms and conditions.

DISCOUNTS OFFERED TO MOST FAVORED CUSTOMER	VA OBJECTIVE TARGET
Basic Discount(s) from standard commercial price list;	
23% discount from standard commercial price list dated February 7, 1994 with a 3% aggregate discount.	Discounts requested from standard commercial pricelist dated February 7, 1994
	45% - Hearing Aids
	50% - 2nd year warranty
Discount on Options:	
10% discount	38% discount from standard commercial price list dated February 7, 1994
Prompt Payment Terms	
Net	1% - 30 days

NEGOTIATION OBJECTIVES (CONT'D)
CUSTOM IN-THE-EAR HEARING AIDS

VOLUME OF SALES TO MOST FAVORED CUSTOMER	VOLUME OF SALES TO THE VA		
Customer: Dealers volume of business is 15,500	2 year period of time		
hearing aids annually	CE8	30,332	5,900,806.00
	CEH8	6108	1,460,717.00
	CEL8	8865	1,830,228.00
	SAC8	5367	1,487,360.00
	SAS8	311	90,756.00

PRICE NEGOTIATION MEMORANDUM
Solicitation RFP 791-01-94

Basic Discount(s) Negotiated on this Contract			Basic Discounts Given to Most Favored Customer		
Pricelist dated 2-7-94			Pricelist dated 2-7-94		
CE9	39.3%	148.73	CE9	23%	186.63
CEH9	39.2%	197.72	CEH9	23%	204.02
CEL9-LP	39.2%	161.23	CEL9-LP	23%	250.22
SAC9	40.5%	229.08	SAC9	23%	296.43
SAS9	37%	274.07	SAS9	23%	334.92
Above price includes OSP option and 2nd year			Above price does not include OSP option and 2nd		
warranty			year warranty		

2ND YEAR WARRANTY DISCOUNT NEGOTIATED:

VA Negotiated Discount: 30% ($24.49)	Offeror's MFC: $34.99 0% discount

DISCOUNT(S) NEGOTIATED ON OPTIONS:

VA	Offeror's Most Favored Customer
31% discount from standard commercial	10% discount from standard commercial pricelist
pricelist dated February 7, 1994	dated February 7, 1994

PROMPT PAYMENT TERMS NEGOTIATED:

VA: Net	Offeror's Most Favored Customer: Net

QUANTITY DISCOUNTS NEGOTIATED

VA: None	Offeror's Most Favored Customer: None

AGGREGATE DISCOUNTS NEGOTIATED:

VA: None	Offeror's Most Favored Customer: 3%

PRICE NEGOTIATION MEMORANDUM (CONT'D)

The price(s)/discount(s) negotiated are fair and reasonable, and clearly demonstrate that the agreement reached sets for the basis for such determination, including any decision to accept less than the best pricing arrangements granted to the contractor's "most favored customer." Award prices/discounts are equal to or better than those prices or discounts offered by the contractor to its most favored customer

Award to recommended: X yes ____ no

Best and final offer solicited on: September 14, 1994

Person contacted: Richard L. Handberg

Negotiation Participants: Richard L. Handberg, Division Manager
Name of Individual and title

Elaine F. Williams, Contracting Officer
Government representative

By signing this Memorandum, the Contracting officer certifies that this is the official record of the negotiations and complies with the VA/NAC policies and procedures governing multiple award schedules.

Elaine Williams 9-27-94

Contracting Officer Date

Estimated Value of Award: $ 10,500,000.00

Estimated cost to the VA for 2nd year warranty: $ 1,248,574.00

Dollar amount the VA could expect to pay on the commercial market: $ 13,965,560.00

Projected cost avoidance (commercial cost - contract value): $ 3,465,560.00
% 24.8%

Depot: (Denver Distribution Center) Contract dollar amount including 9 percent mark-up: $ 11,445,000.00

Projected cost avoidance (commercial amount -DDC price): $ 2,520,560.00
(DDC) % 18.1%

CUSTOM IN-THE-EAR HEARING AIDS
COMPARISON OF PRICES

	Commercial Price List Comparison			Last Contract Vs. Current Offer Comparison		
Manufacturer/Vendor Starkey Labs HEARING AID MODEL	Price List dated 9-8-92 last contract (Contract V797P-1978Q)	Price list dated 2-7-94 Current Offer (Sol.) RFP 791-01-94	Difference in price from price list dated	Price awarded on last Contract (V797P-1978Q) 2nd Year warranty included	Price offered on current procurement (RFP 791-01-94) 2nd Year warranty included	Price Difference
CE8	148.73			148.73		none
CE9		148.73			148.73	none
CEL8-LP	161.23			161.23		none
CEL9-LP		161.23			161.23	none
CEH8	197.72			197.72		none
CEH9		197.72			197.72	none
SACA	239.08			239.08		none
SAC9		229.08			229.08	-4.19%
SAS8	274.07			274.07		none
SAS9		274.07			274.07	none

DEPARTMENT OF VETERANS AFFAIRS
Denver Distribution Center
PO Box 25166
Denver CO 80225-0166

November 28, 1994

In Reply Refer To: 791/905C

James R Curran
Starkey Laboratories, Inc.
Technical Center
6600 Washington Ave., So.
Eden Prairie, MN 55344

Dear Mr. Curran:

In response to your letter dated September 28, 1994, regarding performance data on the Starkey instruments, the following information is provided:

a. All physical characteristics, general and special technical requirements, fitting rational, and matrix book requirements were met.

b. The Index of Characteristics scores for both the KEMAR E and KEMAR L aids were well above the mean (KE = 132.340 and KL = 126.717) and ranked #2 and #3, respectively.

c. The Product Quality Rating scores indicated that penalty points were assessed for all samples submitted to fit audiological data. No penalty points were assessed for the two matrix aids. The following is a breakdown of penalty points assessed for each sample:

1) KEMAR E: .5 penalty point at 250, 1000, and 2000 Hz; 1 penalty point for SSPL. Total penalty points = 2.5.

2) KEMAR L (Vent Closed): .5 penalty point at 250, 1000, 2000, 3000, and 4000 Hz; 1 penalty point for SSPL. Total penalty points = 3.5.

3) KEMAR L (Vent open): .5 penalty point at 500, 1000, 2000, 3000 4000 Hz; 1 penalty point for SSPL. Total penalty points = 3.5.

4) KEMAR G: .5 penalty point at 1000, 2000, and 3000 Hz: 1 penalty point for SSPL and 1 for slope. Total penalty points + 3.5.

d. Penalty points were assessed when measured gain, SSPL, and slope values exceeded predicted values calculated from the fitting rationale formulae by more than +/-3dB. The amount by which the differences exceeded +/-3dB was not a factor.

e. Of the eight vendors found acceptable, you had the most penalty points assessed. Only two vendors of all 17 participating had more penalty points assessed.

All measurement data are enclosed. If you have any additional questions, please let me know.

Sincerely,

Gail A. Hixon
Contracting Officer

Enclosures

Department of Veterans Affairs

Memorandum

Date: November 15, 1994

From: Coordinators, VA National Hearing Aid Program (126)

Subj: Starkey Laboratories, Inc. Request for Information (Solicitation RFP 791-01-94)

To: Chief, Acquisition and Materiel Management (905C)

1. In response to a request from Starkey Laboratories, Inc. regarding performance data on their submitted hearing aids, the following information is provided:

   a. All physical characteristics, general and special technical requirements, fitting rationale, and matrix book requirements were met.

   b. The Index of Characteristics scores for both the KEMAR E and KEMAR L aids were well above the mean (KE = 132.340 and KL =126.717) and ranked #2 and #3, respectively.

   c. The Product Quality Rating scores indicated that penalty points were assessed for all samples submitted to fit audiological data. No penalty points were assessed for the two matrix aids. The following is a breakdown of penalty points assessed for each sample:

      1) KEMAR E: .5 penalty point at 250, 1000, and 2000 Hz; 1 penalty point for SSPL. Total penalty points = 2.5.

      2) KEMAR L (Vent closed): .5 penalty point at 250, 1000, 2000, 3000, and 4000 Hz; 1 penalty point for SSPL. Total penalty points = 3.5.

      3) KEMAR L (Vent open): .5 penalty point at 500, 1000, 2000, 3000 and 4000 Hz; 1 penalty point for SSPL. Total penalty points = 3.5.

      4) KEMAR G: .5 penalty point at 1000, 2000, and 3000 Hz; 1 penalty point for SSPL and 1 for slope. Total penalty points = 3.5.

   d. Penalty points were assessed when measured gain, SSPL, and slope values exceeded predicted values calculated from the fitting rationale formulae by more than +/-3dB. The amount by which the differences exceeded +/-3dB was not a factor.

e. Of the eight vendors found acceptable, Starkey had the most penalty points assessed. Only two vendors of all 17 participating had more penalty points assessed.

2. All measurement data are attached. Please let us know if additional information is required.

E.S. WINTERCORN, Ph.D.
Coordinator, VA
National Hearing Aid Program

L.B. BECK, Ph.D.
Associate Coordinator, VA
National Hearing Aid Program

Department of
Veterans Affairs

Memorandum

Date: November 5, 1994

From: Chief, Acquisition and Materiel Management (905C)

Subj: Solicitation RFP 791-1-94, Customer Hearing Aids - Electroacoustic Analyses - Starkey

To: VANHAP Coordinators (126)

1. Attached is a letter from Starkey Laboratories, Inc., dated September 28, 1994, requesting results of the electroacoustic analyses that were performed on the hearing aids submitted by them.

2. Please review and advise of your determinations regarding this request.

Gail A. Hixon

Attachment

Technical Center
6600 Washington Ave. So.
Eden Prairie, MN
USA 55344

P.O. Box 9457
Minneapolis, MN
USA 55440

STARKEY
Laboratories, Inc.

Elaine Williams, Contracting Officer (905C)
Department of Veterans Affairs
Denver Distribution Center
P.O Box 25166
Lakewood, CO 80225-0166

9-28-94

Dear Ms Williams,

We would like to be furnished with the results of the electroacoustic analyses which were performed on the hearing aids we submitted pursuant to Solictitation RFP 791-01-94. In addition we would like to receive the final scorings for each instrument and the resultant ranking of our instruments, so that we may more accurately understand the submission process.

Sincerely,

James R Curran, M.S.
Director, Professional Support Services

WATS: 800 328-8602
Tel: 612 941-6401
Fax: 612 828-9123
Telex: 297822 STRK UR

World Headquarters
6700 Washington Ave. So.
Eden Prairie, MN
USA 55344

P.O. Box 9457
Minneapolis, MN
USA 55440

STARKEY
Laboratories, Inc.

November 11, 1994

Gail Hixon
Contracting Officer
Dept Of Veterans Affairs
Denver Distribution Center
PO Box 25166
Denver, CO 80225-0166

Dear Gail:

We have gone over the listings that you have sent us and made the necessary corrections. I understand that we cannot make any further changes until March 1995 so until then this list we be final. Please send us a copy of the listings after the corrections have been made.

Sorry for any inconvenience this has caused.

Any questions, please do not hesitate to give me a call.

Sincerely,
Starkey Labs. Inc

Sue Pehringer
Governmental Services Coordinator

WATS: 800 328-8602
Tel: 612 941-6401
Fax: 612 828-9262
Telex: 297822 STRK UR

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE 9	STANDARD	148.73

CHARGE OPTIONS AVAILABLE ON THE CE 9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
BICROS	BICROS	62.09
CLASS D	**CLD**	**27.59**
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	**CS**	**17.24**
CROS	CROS	55.19
DELUXE BICROS	DBICROS	96.59
DIRECT AUDIO INPUT	DAI	27.59
DISCOVERY II	DCR	48.29
DISCOVERY MATRIX	**DMM**	**48.29**
DUAL RECEIVER OPTION	DRO	13.79
FEEDBACK REDUCTION CIRCUIT	FRC	13.79
FLEX CANAL	FLEX	10.34
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
GAIN SWITCH	GS	13.79
HDP II	~~HDB~~ HLC	34.49
HIGH CUT SWITCH	HFS	13.79
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	**ISP**	**20.69**
KAMP II	KII	82.79
LOW CUT SWITCH	LFS	13.79
LOW FREQUENCY CONTROL	LFP	10.34
MULTI-CROS	MCROS	68.99
OUTPUT CONTROL	LP	10.34
OUTPUT LIMITING SWITCH	LPS	13.79
POWER CROS W/BONE OSCILLATOR AND HEADBAND	PCROS/BO	82.79
POWER CROS W/CUSTOM RECEIVER	PCROS/CR	68.99
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RECEIVER CROS	RCROS	55.19
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	62.09
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
STAR TELECOIL SWITCH	STC	17.24

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE 9	STANDARD	148.73

CHARGE OPTIONS AVAILABLE ON THE CE 9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
TELECOIL PREAMP	TCP	17.24
TELECOIL SWITCH	TCS	13.79
TIME DOMAIN SIGNAL PROCESSOR	**TDSP**	**27.59**
TK POT	TK POT	13.79
VARIABLE ~~RELEASE COMPRESSION~~ Compression [illegible]	~~VRC~~ [illegible]	10.34 [illegible]

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE H9	HALF SHELL	197.72

CHARGE OPTIONS AVAILABLE ON THE CE H9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
CLASS D	CLD	27.59
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	CS	17.24
DISCOVERY I	DSC	34.49
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
HDP II	~~HDB~~ HDC	34.49
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW FREQUENCY CONTROL	LFP	10.34
OUTPUT CONTROL	LP	10.34
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	55.19
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
TELECOIL PREAMP	**TCP**	**17.24**
TELECOIL ~~SWITCH~~	**TC[illegible]**	**13.79**
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	**TK POT**	**13.79**
~~TUNABLE NOTCH FILTER~~	~~TNF~~	~~27.59~~
VARIABLE ~~RELEASE COMPESSION~~ Compression Pot	~~VRC~~ VCP	10.34 OK

Plus * [illegible] STC 17.24

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE L9-LP	LOW PROFILE	161.23

CHARGE OPTIONS AVAILABLE ON THE CE L9-LP MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
BICROS	BICROS	62.09
CLASS D	**CLD**	**27.59**
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	**CS**	**17.24**
CROS	CROS	55.19
DELUXE BICROS	DBICROS	96.59
DIRECT AUDIO INPUT	DAI	27.59
DISCOVERY II	DCR	48.29
DISCOVERY MATRIX	**DMM**	**48.29**
DUAL RECEIVER OPTION	DRO	13.79
FEEDBACK REDUCTION CIRCUIT	FRC	13.79
FLEX CANAL	FLEX	10.34
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
GAIN SWITCH	GS	13.79
HDP II	~~HDB~~ HEC	34.49
HIGH CUT SWITCH	HFS	13.79
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW CUT SWITCH	LFS	13.79
LOW FREQUENCY CONTROL	LFP	10.34
MULTI-CROS	MCROS	68.99
OUTPUT CONTROL	LP	10.34
OUTPUT LIMITING SWITCH	LPS	13.79
POWER CROS W/BONE OSCILLATOR AND HEADBAND	PCROS/BO	82.79
POWER CROS W/CUSTOM RECEIVER	PCROS/CR	68.99
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RECEIVER CROS	RCROS	55.19
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	62.09
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
STAR TELECOIL SWITCH	STC	17.24
* Discovery 2	DSC	34.49

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE L9-LP	LOW PROFILE	161.23

CHARGE OPTIONS AVAILABLE ON THE CE L9-LP MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
TELECOIL PREAMP	TCP	17.24
TELECOIL SWITCH	TCS	13.79
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	TK POT	13.79
VARIABLE RELEASE COMPRESSION	~~VRG~~	10.34 OK
Compression ...	VCP	

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
SA C9	INTRA CANAL	229.08

CHARGE OPTIONS AVAILABLE ON THE SA C9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
CLASS D	CLD	27.59
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	CS	17.24
DISCOVERY I	DSC	34.49
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
HDP II	~~HDB~~ HDC	34.49
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW FREQUENCY CONTROL	LFP	10.34
OUTPUT CONTROL	LP	10.34
~~POWER PEAK FILTER~~	~~PPF~~	~~13.79~~
~~REAL EAR PROBE CHANNEL~~	~~PV~~	~~13.79~~
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	55.19
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
~~TELECOIL PREAMP~~	~~TCP~~	~~17.24~~
~~TELECOIL SWITCH~~	~~TCS~~	~~13.79~~
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	**TK POT**	**13.79**
~~TUNABLE NOTCH FILTER~~	~~TNF~~	~~27.59~~
VARIABLE ~~RELEASE COMPESSION~~ Compression pot	VRC VCR	10.34 ok

Tele-coil [illegible] 17.24

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
SA S9	SECRET EAR	274.07

CHARGE OPTIONS AVAILABLE ON THE SA S9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
~~CLASS D~~	~~CLD~~	~~27.59~~
CLEAR SHELL	CLEAR	13.79
~~COMPRESSION SWITCH~~	~~CS~~	~~17.24~~
DISCOVERY I	DSC	34.49
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
HDP II	HDB	34.49
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW FREQUENCY CONTROL	LFP	10.34
OUTPUT CONTROL	LP	10.34
POWER PEAK FILTER	PPF	13.79
~~REAL EAR PROBE CHANNEL~~	~~PV~~	~~13.79~~
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	55.19
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
TELECOIL PREAMP	**TCP**	**17.24**
TELECOIL ~~SWITCH~~	**TC~~S~~**	**13.79**
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	**TK POT**	**13.79**
~~TUNABLE NOTCH FILTER~~	~~TNF~~	~~27.59~~
VARIABLE RELEASE COMPESSION	VRC	~~10.34~~ 27.59

DEPARTMENT OF VETERANS AFFAIRS
Denver Distribution Center
PO Box 25166
Denver CO 80225-0166

November 7, 1994

In Reply Refer To: 791/905C

Sue Pehringer
Starkey Laboratories Inc.
PO Box 9457
Minneapolis, MN 55440

Dear Ms. Pehringer:

This is in reference to your contract number V791P-0047, Custom In-The-Ear Hearing Aids.

Enclosed is a copy of DDC's publication list of models, components and pricing. This information was entered into DDC's Remote Order Entry System and provided to all VA clinics. Since that time, various changes have been noted by your office.

In order to make this process simple for everyone involved, a new publication will be sent to the clinics. Please review and make any corrections to this publication. Upon receipt of your corrections and approval, a new list will be provided to the clinics. Once this information is distributed, new changes will have to wait until six months after award.

If you have any questions, please contact me at (303) 231-5025.

Sincerely,

Gail A. Hixon
Contracting Officer

Enclosures

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE 9	STANDARD	148.73

CHARGE OPTIONS AVAILABLE ON THE CE 9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
BICROS	BICROS	62.09
CLASS D	**CLD**	**27.59**
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	**CS**	**17.24**
CROS	CROS	55.19
DELUXE BICROS	DBICROS	96.59
DIRECT AUDIO INPUT	DAI	27.59
DISCOVERY II	DCR	48.29
DISCOVERY MATRIX	**DMM**	**48.29**
DUAL RECEIVER OPTION	DRO	13.79
FEEDBACK REDUCTION CIRCUIT	FRC	13.79
FLEX CANAL	FLEX	10.34
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
GAIN SWITCH	GS	13.79
HDP II	HDB	34.49
HIGH CUT SWITCH	HFS	13.79
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	**ISP**	**20.69**
KAMP II	KII	82.79
LOW CUT SWITCH	LFS	13.79
LOW FREQUENCY CONTROL	LFP	10.34
MULTI-CROS	MCROS	68.99
OUTPUT CONTROL	LP	10.34
OUTPUT LIMITING SWITCH	LPS	13.79
POWER CROS W/BONE OSCILLATOR AND HEADBAND	PCROS/BO	82.79
POWER CROS W/CUSTOM RECEIVER	PCROS/CR	68.99
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RECEIVER CROS	RCROS	55.19
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	62.09
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
STAR TELECOIL SWITCH	STC	17.24

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	**TYPE**	**CONTRACT COST**
CE 9	STANDARD	148.73

CHARGE OPTIONS AVAILABLE ON THE CE 9 MODEL

VENDOR COMPONENT NAME	**DDC ORDER CODE**	**CONTRACT COST**
TELECOIL PREAMP	TCP	17.24
TELECOIL SWITCH	TCS	13.79
TIME DOMAIN SIGNAL PROCESSOR	**TDSP**	**27.59**
TK POT	TK POT	13.79
VARIABLE RELEASE COMPRESSION	VRC	10.34

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE L9-LP	LOW PROFILE	161.23

CHARGE OPTIONS AVAILABLE ON THE CE L9-LP MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
BICROS	BICROS	62.09
CLASS D	**CLD**	**27.59**
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	**CS**	**17.24**
CROS	CROS	55.19
DELUXE BICROS	DBICROS	96.59
DIRECT AUDIO INPUT	DAI	27.59
DISCOVERY II	DCR	48.29
DISCOVERY MATRIX	**DMM**	**48.29**
DUAL RECEIVER OPTION	DRO	13.79
FEEDBACK REDUCTION CIRCUIT	FRC	13.79
FLEX CANAL	FLEX	10.34
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
GAIN SWITCH	GS	13.79
HDP II	HDB	34.49
HIGH CUT SWITCH	HFS	13.79
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW CUT SWITCH	LFS	13.79
LOW FREQUENCY CONTROL	LFP	10.34
MULTI-CROS	MCROS	68.99
OUTPUT CONTROL	LP	10.34
OUTPUT LIMITING SWITCH	LPS	13.79
POWER CROS W/BONE OSCILLATOR AND HEADBAND	PCROS/BO	82.79
POWER CROS W/CUSTOM RECEIVER	PCROS/CR	68.99
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RECEIVER CROS	RCROS	55.19
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	62.09
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
STAR TELECOIL SWITCH	STC	17.24

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE L9-LP	LOW PROFILE	161.23

CHARGE OPTIONS AVAILABLE ON THE CE L9-LP MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
TELECOIL PREAMP	TCP	17.24
TELECOIL SWITCH	TCS	13.79
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	TK POT	13.79
VARIABLE RELEASE COMPRESSION	VRC	10.34

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
CE H9	HALF SHELL	197.72

CHARGE OPTIONS AVAILABLE ON THE CE H9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
CLASS D	CLD	27.59
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	CS	17.24
DISCOVERY I	DSC	34.49
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
HDP II	HDB	34.49
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW FREQUENCY CONTROL	LFP	10.34
OUTPUT CONTROL	LP	10.34
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	55.19
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
TELECOIL PREAMP	**TCP**	**17.24**
TELECOIL SWITCH	**TCS**	**13.79**
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	**TK POT**	**13.79**
TUNABLE NOTCH FILTER	TNF	27.59
VARIABLE RELEASE COMPESSION	VRC	10.34

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
SA C9	INTRA CANAL	229.08

CHARGE OPTIONS AVAILABLE ON THE SA C9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
CLASS D	CLD	27.59
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	CS	17.24
DISCOVERY I	DSC	34.49
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
HDP II	HDB	34.49
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW FREQUENCY CONTROL	LFP	10.34
OUTPUT CONTROL	LP	10.34
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	55.19
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
TELECOIL PREAMP	**TCP**	**17.24**
TELECOIL SWITCH	**TCS**	**13.79**
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	**TK POT**	**13.79**
TUNABLE NOTCH FILTER	TNF	27.59
VARIABLE RELEASE COMPESSION	VRC	10.34

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABORATORIES INC.
V791P-0047
10-01-94 THRU 09-30-96

MODEL	TYPE	CONTRACT COST
SA S9	SECRET EAR	274.07

CHARGE OPTIONS AVAILABLE ON THE SA S9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT COST
AGC POT	AGC	13.79
CLASS D	CLD	27.59
CLEAR SHELL	CLEAR	13.79
COMPRESSION SWITCH	CS	17.24
DISCOVERY I	DSC	34.49
FULL SPECTRUM LOW CUT	FSLC	27.59
FULL SPECTRUM LOW CUT SWITCH	FSLCS	31.04
GAIN CONTROL	GAIN	10.34
HDP II	HDB	34.49
HIGH FREQUENCY CONTROL	HFP	10.34
INPUT SIGNAL PROCESSOR	ISP	20.69
KAMP II	KII	82.79
LOW FREQUENCY CONTROL	LFP	10.34
OUTPUT CONTROL	LP	10.34
POWER PEAK FILTER	PPF	13.79
REAL EAR PROBE CHANNEL	PV	13.79
RESONANT PEAK CONTROL	RPC	13.79
SAMP II	SII	55.19
SCREW SET VC	SSCV	13.79
SOFT COTE	SOFT	10.34
TELECOIL PREAMP	**TCP**	**17.24**
TELECOIL SWITCH	**TCS**	**13.79**
TIME DOMAIN SIGNAL PROCESSOR	TDSP	27.59
TK POT	**TK POT**	**13.79**
TUNABLE NOTCH FILTER	TNF	27.59
VARIABLE RELEASE COMPESSION	VRC	10.34

AWARD/CONTRACT

1. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 350) — RATING — PAGE 1 OF 3 PAGES

2. CONTRACT (Proc. Inst. Ident.) NO.: V791P- 0047

3. EFFECTIVE DATE: SEE BLOCK 20C

4. REQUISITION/PURCHASE REQUEST PROJECT NO.:

5. ISSUED BY — CODE:
Department of Veterans Affairs
Denver Distribution Center
730 Simms Street, Room 147
Lakewood, CO 80401

6. ADMINISTERED BY (If other than Item 5) — CODE:

7. NAME AND ADDRESS OF CONTRACTOR (No., street, city, county, State and ZIP Code)
Starkey Labs, Inc.
P.O. Box 9457
Minneapolis, MN 55440

CODE — FACILITY CODE

8. DELIVERY
☐ FOB ORIGIN ☐ OTHER (See below)

9. DISCOUNT FOR PROMPT PAYMENT
Net 30

10. SUBMIT INVOICES (4 copies unless other-wise specified) To THE ADDRESS SHOWN IN: ITEM 14

11. SHIP TO/MARK FOR — CODE:
See Block 14

12. PAYMENT WILL BE MADE BY — CODE:
See Block 14

13. AUTHORITY FOR USING OTHER THAN FULL AND OPEN COMPETITION:
☐ 10 U.S.C. 2304(c)( ) ☐ 41 U.S.C. 253(c)( )

14. ACCOUNTING AND APPROPRIATION DATA
To be shown on individual orders issued under this contract

15A. ITEM NO.	15B. SUPPLIES/SERVICES	15C. QUANTITY	15D. UNIT	15E. UNIT PRICE	15F. AMOUNT
	Custom In-The-Ear Hearing Aids Contract Period: October 1, 1994 or Date of Award, whichever is later, through September 30, 1996				

15G. TOTAL AMOUNT OF CONTRACT $ 10,500,000.00

16. TABLE OF CONTENTS

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	B	SUPPLIES OR SERVICES AND PRICES/COSTS	3			PART III - LIST OF DOCUMENTS, EXHIBITS AND OTHER ATTACH.	
	C	DESCRIPTION/SPECS./WORK STATEMENT	4-6		J	LIST OF ATTACHMENTS	28
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	E	INSPECTION AND ACCEPTANCE	8		K	REPRESENTATIONS, CERTIFICATIONS AND OTHER STATEMENTS OF OFFERORS	29-50
	F	DELIVERIES OR PERFORMANCE	9				
	G	CONTRACT ADMINISTRATION DATA	10-13		L	INSTRS., CONDS., AND NOTICES TO OFFERORS	51-54
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CONTRACTING OFFICER WILL COMPLETE ITEM 17 OR 18 AS APPLICABLE

17. [X] CONTRACTOR'S NEGOTIATED AGREEMENT (Contractor is required to sign this document and return ONE copies to issuing office.) Contractor agrees to furnish and deliver all items or perform all the services set forth or otherwise identified above and on any continuation sheets for the consideration stated herein. The rights and obligations of the parties to this contract shall be subject to and governed by the following documents: (a) this award/contract, (b) the solicitation, if any, and (c) such provisions, representations, certifications, and specifications, as are attached or incorporated by reference herein. (Attachments are listed herein.)

18. ☐ AWARD (Contractor is not required to sign this document.) Your offer on Solicitation Number ______ including the additions or changes made by you which additions or changes are set forth in full above, is hereby accepted as to the items listed above and on any continuation sheets. This award consummates the contract which consists of the following documents: (a) the Government's solicitation and your offer, and (b) this award/contract. No further contractual document is necessary.

19A. NAME AND TITLE OF SIGNER (Type or print)

20A. NAME OF CONTRACTING OFFICER
ELAINE F. WILLIAMS

Plf FOIA Resp 000322

19B. NAME OF CONTRACTOR
BY ______ (Signature of person authorized to sign)

19C. DATE SIGNED

20B. UNITED STATES OF AMERICA
BY ______ (Signature of Contracting Officer)

20C. DATE SIGNED

The Award/Contract consists of the following documents:

a. Best and Final Offer dated September 8, 1994.

b. Revised Best and Final Offer dated September 14, 1994.

Awarded discounts are based from your standard commercial pricelist effective February 7, 1994. A copy of the pricelist identifying those products accepted for award is attached herein and made a part of this contract. Awarded items are marked by an "A."

PRICING TERMS AND CONDITIONS AS AGREED TO, ARE AS FOLLOWS:

- 39.3% discount from your standard commercial pricelist effective February 7, 1994 for CE 9 (full concha), at $148.73.

- 39.2% discount from your standard commercial pricelist effective February 7, 1994 for CE-H9 (half shell) at $197.72.

- 39.2% discount from your standard commercial pricelist effective February 7, 1994 for CE-L9-LP (low profile) at $161.23.

- 40.5% discount from your standard commercial pricelist effective February 7, 1994 for SAC9 (canal) at $229.08.

- 37% discount from your standard commercial pricelist effective February 7, 1994 for SAS9 (secret ear) at $274.07.

- 30% discount for the second year warranty. Commercial price for the second year warranty is $34.99, net price on this contract is $24.49. The price of $24.49 is included on the above models.

- No charge for OSP Option.

- 31% discount on options/accessories from standard commercial pricelist effective February 7, 1994.

- Prompt Payment Terms: Net - 30 days.

- Delivery: F.O.B. Destination to the VA and other Government agencies placing orders under this contract.

- Time of Delivery: Within 10 days after receipt of order.

Price Reduction Clause (I-FSS-390): For the purpose of the Price Reduction Provisions, this contract is predicated on the Government receiving terms better than the terms you offer to your dealers (dispensers).

Your approved Subcontracting Plan dated September 8, 1994 covering the period October 1, 1994 through September 30, 1996 is incorporated into and made a part of the contract (copy enclosed). Please document your accomplishments to Public Law 95-507 on the enclosed Form 295.

STARKEY
NEW AID PRICE LIST
CE9

MODEL		PRICE LIST	PRICE	DISCOUNT
CE-9 (Full Concha)				
Includes 2nd Year Warranty				
Full Concha Aid	TOTAL	$244.97	$148.73	39.3%
CE-H9 (HALF SHELL)				
Includes 2ND Year Warranty				
Half Concha Aid	TOTAL	$324.96	$197.72	39.2%
CE-L9 (Low Profile)				
Includes 2ND Year Warranty				
Low Profile Aid	TOTAL	$264.96	$161.23	39.2%
SAC9 (CANAL)				
Includes 2ND Year Warranty				
Canal Aid	TOTAL	$384.97	$229.08	40.5%
SAS9 (SECRET EAR)				
Includes 2ND Year Warranty				
Secret Ear Aid	TOTAL	$434.97	$274.07	37.0%

* 31% ON OPTIONS

*TERMS NET 30 DAYS

* F.O.B. DESTINATION

STARKEY VETERA AFFAIRS 1-800-3-8602 DATE

☐Mr. ☐Mrs. LAST NAME FIRST NAME LAST 4 DIGITS S.S. #:

BILL TO: **DATE:**
CONTRACT V797P – 1978q
sthetic Center – Denver Distribution Center
.O. Box 25166 – Denver, Colorado 80225

SHIP TO:

CONTACT INFORMATION:
NAME:
HOSPITAL:
PHONE: EXT.
To avoid delay, may we select features and performance if your selections are not consistent with design criteria?
☐ YES ☐ NO ☐ CALL ME

125	250	500	1000	2000	4000	8K

SPEECH AUDIOMETRY ☐HL ☐SPL

	RIGHT	LEFT	BINAURAL
T Speech Reception Threshold	dB	dB	dB
CL Most Comfortable Level	dB	dB	dB
CL Uncomfortable Level	dB	dB	dB
Discrimination In Quiet — Speech Level	dB	dB	dB
Discrimination In Quiet — Score	%	%	%

EARING AID HISTORY
evious User: RIGHT ☐Yes ☐No LEFT ☐Yes ☐No
aring Aid Model
ain
tput
nting: ☐ None ☐ Small ☐ Medium ☐ Large ☐ Non-Occluding
. Setting At Use Gain: ☐1/4 ☐1/2 ☐3/4 ☐ Full-On

ATRIX COORDINATES
OUTPUT R. GAIN R. SLOPE R. VENT L. OUTPUT L. GAIN L. SLOPE L. VENT

PECIAL INSTRUCTIONS:

R L CE•9
R L INTRA•V
R L SECRETEAR
R L LOW PROFILE
R L HALF CONCHA

SERIES•9 AMPLIFIER OPTIONS
R L DSC Discovery I INTRA•V, H. Concha, L. Profile only
R L DCR Discovery II CRR Response CE•9 only
R L DMM Discovery II MultiMatrix™ Response CE•9 only
R L OSP Output Signal Processing
R L SII S•Amp II Amplifier
R L KII K•Amp II Amplifier
R L HDB High Definition Power

R L TM CE CE Masker
R L TML Masker/Hearing Aid (CE only)
R L TM CC INTRA Masker
R L TML Masker/Compression H.A. (CE only)

FACEPLATE OPTIONS
☐ Pink ☐ Light Brown ☐ Medium Brown ☐ Dark Brown
☐ Matte Finish ☐ Wind Hood ☐ Wind Screen ☐ Removal Notches
☐ Tall Volume Control Cap ☐ Mini Variable Vent (INTRA only)
☐ Select-A-Vent (CE only) R L AI Audio Input (CE only)

SHELL OPTIONS
R L IROS Venting
R L SOFT Soft Coat
R L PV Probe Tube Vent (CE only)
R L HYPO Hypoallergenic FPC Coat
R L Full Helix (CE only)
R L FLEX Flex Canal (CE only)
R L CLEAR Hypoallergenic Clear Lucite

CROS OPTIONS (available on CE only)
☐ CROS
☐ BICROS
☐ PCROS/CR Power CROS w/custom receiver
☐ PCROS/BO Power CROS w/bone oscillator
☐ RCROS Receiver CROS
☐ MCROS Multi CROS
☐ D-BICROS Delux Bi-CROS
☐ PCROS/BR Power CROS w/button reciever

DISPENSER CONTROL OPTIONS
R L LFP Variable Low Cut Pot
R L LFS Variable Low Cut Switch
R L HFP Variable High Cut Pot
R L HFS Variable High Cut Switch
R L ALC Active Low Cut Pot
R L AHC Active High Cut Pot
R L LP Output Limiting Pot
R L LPS Output Limiting Switch
R L GP Gain Potentiometer
R L GS Gain Switch
R L AGC AGC Kneepoint Pot
R L TK Threshold Kneepoint Pot
R L STC StarCoil Telecoil
R L TC/S Telephone Coil & Switch (CE only)
R L TBC Telephone Booster Circuit (CE only)
R L MTB Mic-T-Coil-Both Switch
R L SSVC Screw Set Volume Control
R L PPF Power Peak Filter (with HDP only)
R L RPC Resonant Peak Control
R L TNF Tuneable Notch Filter (HDP/CE only)
R L FSLC Full Spectrum Low Cut
R L FSLC/S Full Spectrum w/Switch
R L FSD Full Spectrum Deluxe

SPECIAL INSTRUCTIONS

Plf FOIA Resp 000326

Please consult Starkey Matrix Guide for applicable options by model and matrix.

97-C 3/94

STARKEY PRICE LIST

EFFECTIVE FEBRUARY 7, 1994

CUSTOM HEARING AIDS

EARMOLDS

REPAIRS

PRICES SUBJECT TO CHANGE WITHOUT NOTIC

CUSTOM IN-THE-EAR	**CE • 9** Custom ITE Series•9 Hearing Aid	$179.99
	CE • 8 Custom ITE Hearing Aid	$179.99
ITE OPTIONS	**Low Profile** CE Option	$19.99
	Half Shell CE Option	$79.99
CUSTOM CANAL	**Intra • V** Custom Canal Series•9 Hearing Aid	$319.99
	Intra • IV Custom Canal Hearing Aid	$319.99
CANAL OPTION	**SecretEar** Canal Option	$49.99
CUSTOM ITE MASKERS	**TML** CE Masker/Linear Hearing Aid	$119.50
	TMC CE Masker/Compression Hearing Aid	$99.50
	TM CE or Canal Masker	$69.50
	Shipping & Handling	$5.99
WARRANTY OPTIONS	(when purchased at time of original sale)	
	ONE Year Warranty	N/C
	TWO Year Warranty	$34.99
	THREE Year Warranty	$64.98
	FOUR Year Warranty	$89.97
SERVICE OPTIONS	**Same Day /VIP Prodution Service**	$29.99
	RUSH/1 Day Production Service	$14.99
	Guaranteed Overnight Air	$9.99
CE SHELL OPTIONS / **CUSTOM IN-THE-EAR OPTIONS**	**IROS venting**	N/C
	Full Helix	N/C
	SOFT • SEAL	$14.99
	Flex canal	$14.99
	Hypoallergenic "FPC Cote"	$14.99
	Hypoallergenic Clear Lucite	$19.99
	Real Ear Probe Channel	$19.99

CUSTOM IN-THE-EAR OPTIONS

CE AMPLIFIER OPTIONS

DISCOVERY II (CE•9 only)	$69.99	Class•D Amplifier	$39.99
FRC II Feedback Reduction Circuit	$19.99	Variable Release Compression	$39.99
CRR II Canal Resonance Response	$19.99	S•Amp	$69.99
HDP High Definition Power	$29.99	K•Amp	$109.99
ISP Input Signal Processor	$29.99	HDP II (Nine Series only)	$49.99
OSP Output Signal Processor	$29.99	S•Amp II (Nine Series only)	$89.99
DRO Dual Receiver Option	$19.99	K•Amp II (Nine Series only)	$119.99
Resolution	$109.99	LDC Low Drain Class•D	$59.99
AI Direct Audio Input	$39.99	DBB Dual Band Balancer (Nine Series only)	$69.99

CE CROS OPTIONS

CROS	$79.99	Receiver CROS	$79.99
Bi-CROS	$89.99	Power CROS w/Custom Receiver	$99.99
Deluxe Bi-CROS	$139.99	Power CROS w/Button Receiver	$99.99
Multi-CROS	$99.99	Power CROS w/Bone Oscillator and Headband	$119.99

CE DISPENSER CONTROL OPTIONS

Variable Low Cut Potentiometer	$14.99	Resonant Peak Control	$19.99
Variable High Cut Potentiometer	$14.99	Power Peak Filter	$19.99
Output Limiting Potentiometer	$14.99	Threshold Kneepoint Pot	$19.99
Gain Potentiometer	$14.99	Telephone Coil & Switch	$19.99
Variable Compression Pot	$14.99	Power Telecoil	$24.99
AGC Kneepoint Potentiometer	$19.99	Mic-Telecoil-Both Switch	$24.99
Screw Set Volume Control	$19.99	Tel. Coil & Switch w/PreAmp	$24.99
Variable Low Cut Switch	$19.99	Compression Switch	$24.99
Variable High Cut Switch	$19.99	Full Spectrum Low Cut	$39.99
Output Limiting Switch	$19.99	Full Spectrum Low Cut with Switch	$44.99
Gain Switch	$19.99	Star Coil	$24.99
Trim Pro Switch	$24.99		

CUSTOM CANAL OPTIONS

INTRA SHELL OPTIONS

IROS venting	N/C	Hypoallergenic "FPC Cote"	$14.99
Variable Vent	N/C	Hypoallergenic Clear Lucite	$19.99
SOFT•SEAL	$14.99	Real Ear Probe Channel	$19.99

INTRA AMPLIFIER OPTIONS

DISCOVERY I (INTRA•V only)	$49.99	OSP Output Signal Processor	$29.99
FRC II Feedback Reduction Circuit	N/C	TDSP Time Domain Signal Proc.	$39.99
CRR II Canal Resonance Response	N/C	Class•D Amplifier	$39.99
HDP High Definition Power	$29.99	S•Amp	$69.99
HDP II (Nine Series only)	$49.99	S•Amp II (Nine Series only)	$79.99
ISP Input Signal Processor	$29.99	K•Amp II (Nine Series only)	$119.99

Plf FOIA Resp 000329

CUSTOM CANAL OPTIONS cont'd

INTRA AMPLIFIER OPTIONS cont'd

LDD Amplifier	$39.99	K•Amp	$109.99

INTRA DISP. CONTROL OPTIONS

Variable Low Cut Potentiometer	$14.99	Tuneable Notch Filter	$39.99
Variable High Cut Potentiometer	$14.99	Resonant Peak Control	$19.99
Output Limiting Potentiometer	$14.99	Power Peak Filter	$19.99
Gain Potentiometer	$14.99	Threshold Kneepoint Pot	$19.99
Variable Compression Pot	$14.99	Compression Switch	$24.99
AGC Kneepoint Potentiometer	$19.99	Full Spectrum Low Cut	$39.99
Screw Set Volume Control	$19.99	Full Spectrum Low Cut with Switch	$44.99
		Trim Pro Switch	$24.99

CUSTOM EARMOLDS

EARMOLD STYLES

■ RECEIVER ■ 3/4 SKELETON ■ SHELL ■ CANAL LOCK ■ SKELETON ■ CANAL-ONLY ■ NON-OCCLUDING ■ HALF-SHELL

Base Price	$9.99
Shipping & Handling	$1.99

EARMOLD MATERIAL OPTIONS

Lucite Lite	N/C	Ultraflex	add $3.99
Lucite with Flex Canal	add $1.99	Poly	add $4.99
Starflex	add $2.99	Silicone	add $5.99

EARMOLD OPTIONS

Universal System	$3.50	Select-A-Vent	$1.99
Total Horn	$3.00	Open Bore Modifier	$1.99
Libby Horn	$3.99	Bell Canal	$1.50
		Parallel or Diagonal Venting	$1.00

ALL MAKE REPAIR

Repair w/6 month warranty	$48.99
Repair w/12 month warranty	$59.98
Gold Seal Service 2 Year warranty	$83.97
Shipping & Handling	$4.99

REPAIR OPTIONS

Same Day Service	$9.99	CROS/BiCROS	$29.99
1 Day Service	$4.99	Eyeglass Bone Conduction	$39.99
AMC Anti Moisture Cote	$1.99	Programmable Hearing Aids	$39.99
ANSI Response Analysis	$3.99	Custom Replate	$39.99
Recase	$29.99	Custom ITE Recase	$59.99

STARKEY

00 Washington Ave. S. ■ Eden Prairie, MN55344 ■ 800 328-8602 ■ (612) 941-6401 ■ FAX: (612) 828-9262